

FIG. 1

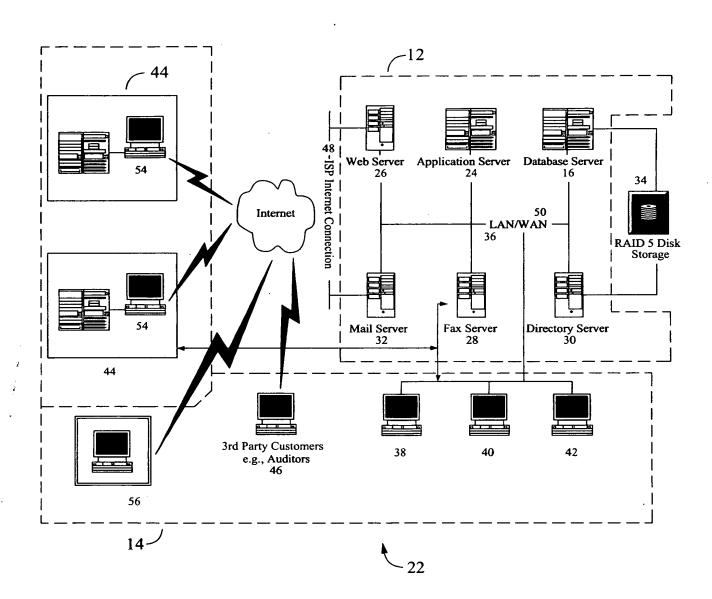


FIG. 2

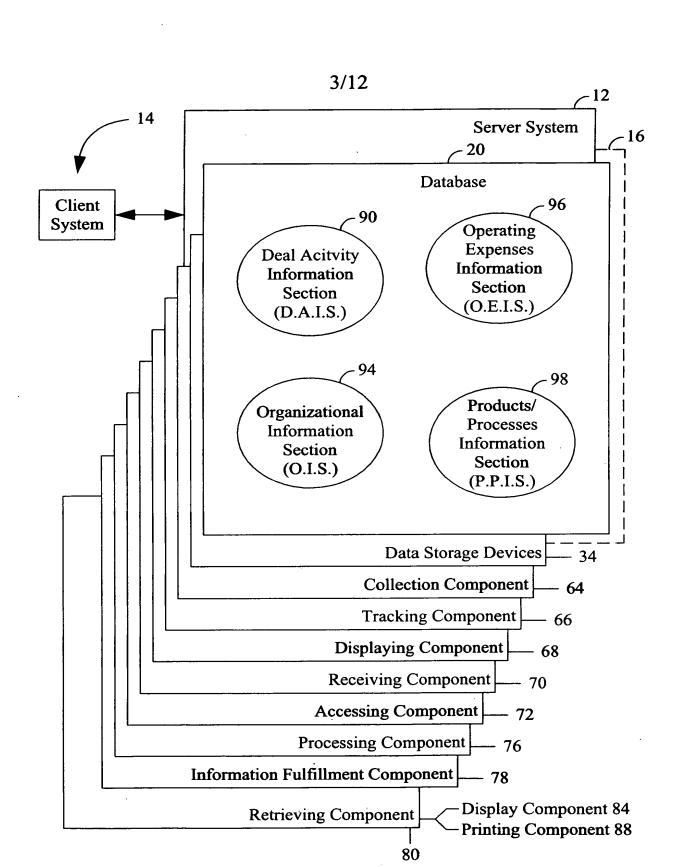


FIG. 3



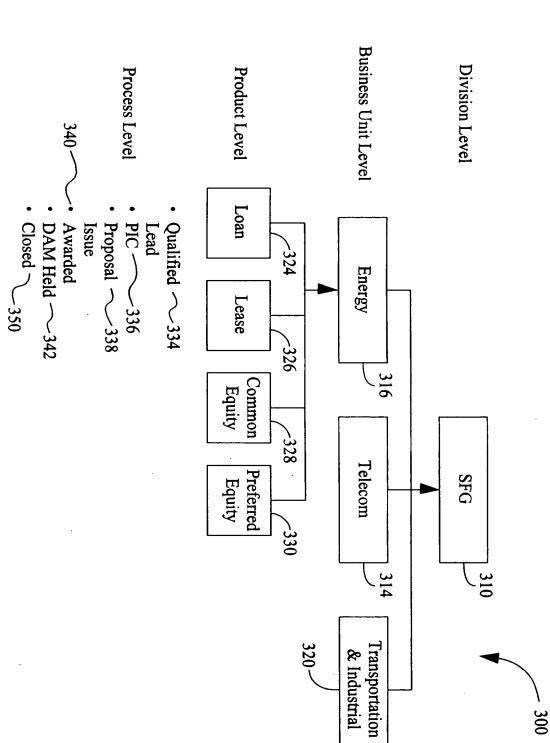


FIG. 4

							4	5/1	2													
	1/T&I '99 Activity Allocation	Close	Approved and Terminted	# Approved	DAM and Terminated	BOD Approval	HQ Approval	# of DAM Held	Awarded and Terminated	#Awarded or Credit Request	Issued and Terminated	# of Issued Proposals	PIC and Terminated	# of PICs	Lead and Terminated	# of QL						
	1	11	7	18	5			23	3	26	7	33	28	61	23	84	HQ Level					
		4	2	6	2			8	0	8	8	16	8	24	23	47	Board Level		•	•		\
		29	8	37	12			49	4	53	11	64	16	80	56	136	HQ Level Board Level Division Level Total				•	370
		44	17	61	19	<u>∞</u>	23	80	7	87	26	113	52	165	102	136 267 V	Total			390		
		100%		13%		2% \$	2% \$	7% \$		34%		18%		6%		18%	%	Time Allocation	384	374		
BOD Deals	HQ Deals	100% DIV Deals		13% \$ 3,533,302 \$				\$ 1,902,547 \$		34% \$ 9,240,945 \$		18% \$ 4,892,265 \$		6% \$ 1,630,755 \$		18% \$ 4,892,265 \$	Cost/Process	/ Weighted		388		
\$ 303,590	\$ / ,259,278	\$,259,423		\$ 57,923		\$ 67,948	\$ 23,634	\$ 38,827		\$ 106,218		\$ 43,294		\$ 9,883		\$ \ 18,323	Cost	Average Unit		394		

FIG. 5

TOTAL

380

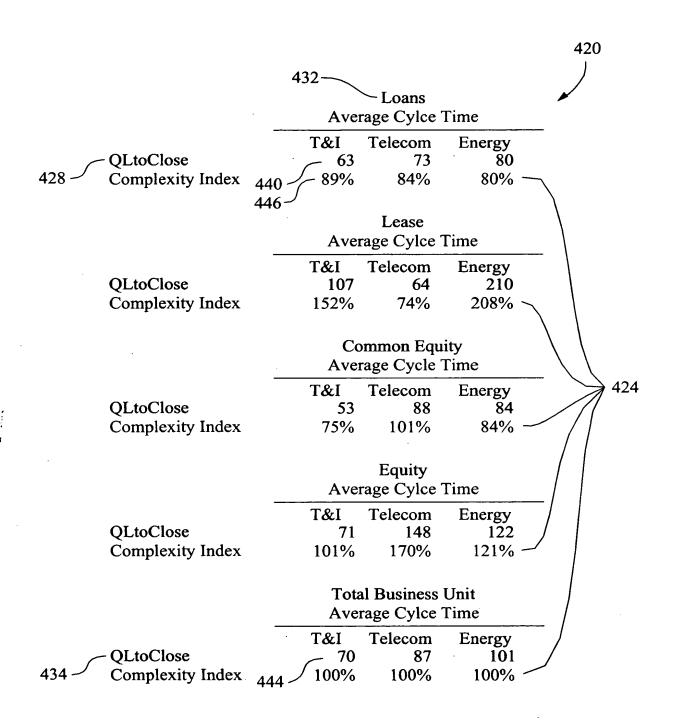


FIG. 6

														,,	12	•													
4	Close	Approved and Terminated	# Approved	DAM and Terminated	# of DAM Held	Awarded and Terminated	#Awarded or Credit Request	Issued and Terminated	# of Issued Proposals	PIC and Terminated	# of PICs	Lead and Terminated	# of QL		Close	Approved and Terminated	# Approved	DAM and Terminated	# of DAM Held	Awarded and Terminated	#Awarded or Credit Request	Issued and Terminated	# of Issued Proposals	PIC and Terminated	# of PICs	Lead and Terminated	# of QL		Complexity Index (QL-CL Cycle)
492	<u>←</u>		∽		⇔		⇔	<u> </u>	∽		∽		<u></u>															 HQ	Loan
FIG. 7	-232,771 \$		51,551		21,034		94,534		38,532		8,796		18,323		8	4	12	3	15	1	16	2	18	17	35	∞	43	HQ Level	an
7	છ		S		↔		⇔		⇔		S		S															Воа	
494	₍ 272,210		51,551		60,474		94,534		38,532		8,796		18,323		1	0	1	1	2	0	2	2	4	4	8	2	10	Board Level	89%
	S		⇔		⇔		S		⇔		↔		S															Divi	
490	^{232,902}		51,551		21,166		94,534		38,532		8,796		18,323		20	5	25	9	34-	2	36	5	41	11	52	19-	71-	Division Level	464
	∽		⇔		છ		⇔		69		⇔		⇔															Loa	
	234,405-		51,551)		22,669	~~	94,534		38,532)		8,796-		18,323		29	9	38		51	ယ	54	9	63	32	95	29	124	Loan Total	
		707	787		~ 480	<u>ٽ</u>			~470	<u> </u>	<i>)</i>		•						-510						- 506	-504	- 500	•	460

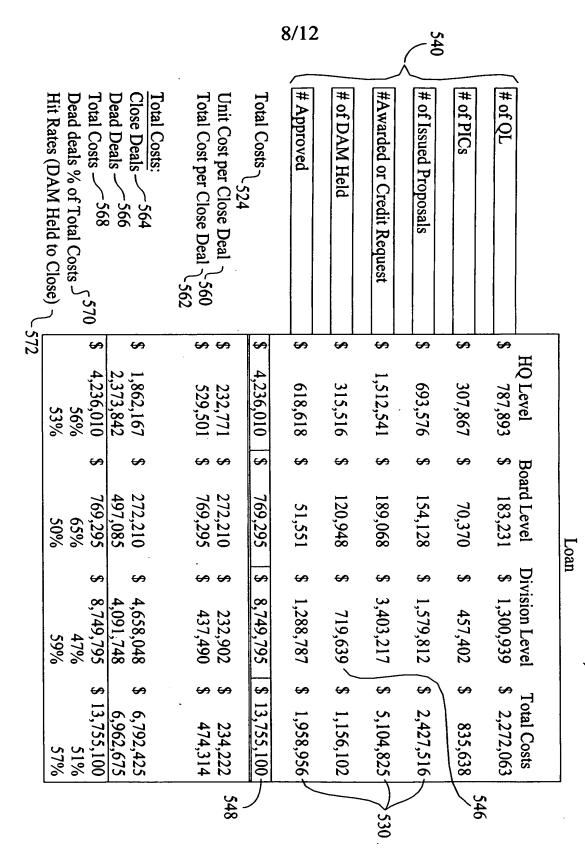
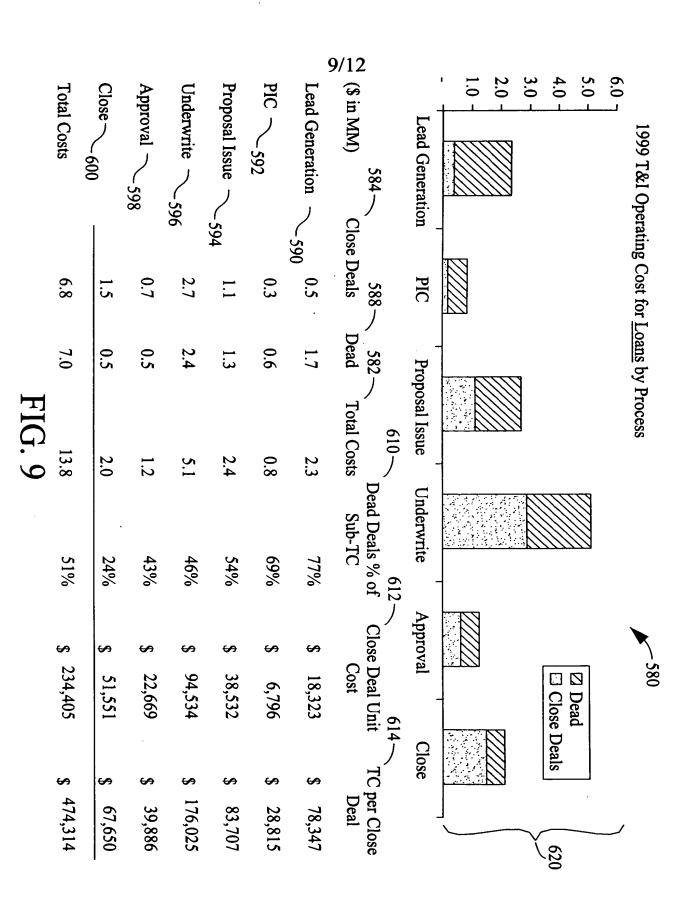


FIG. 8



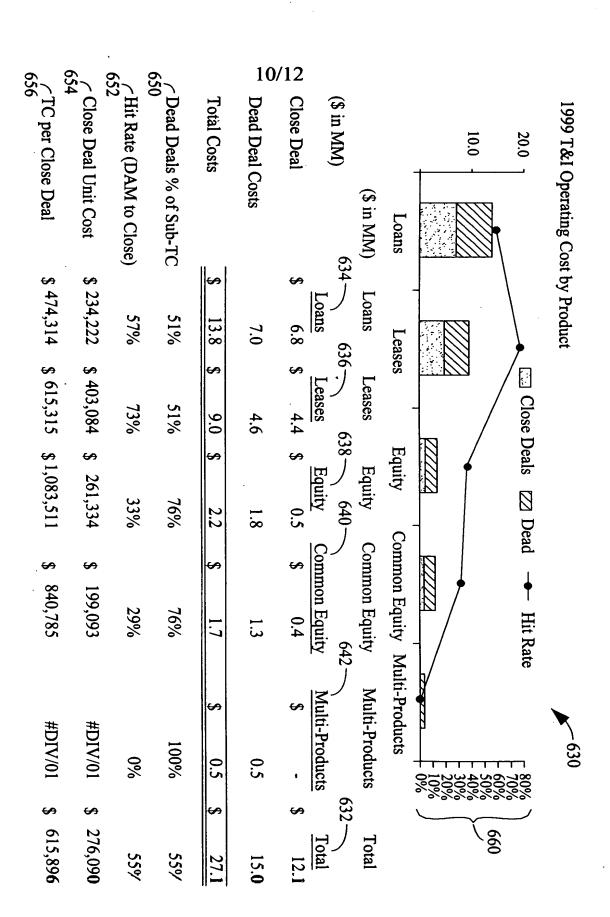
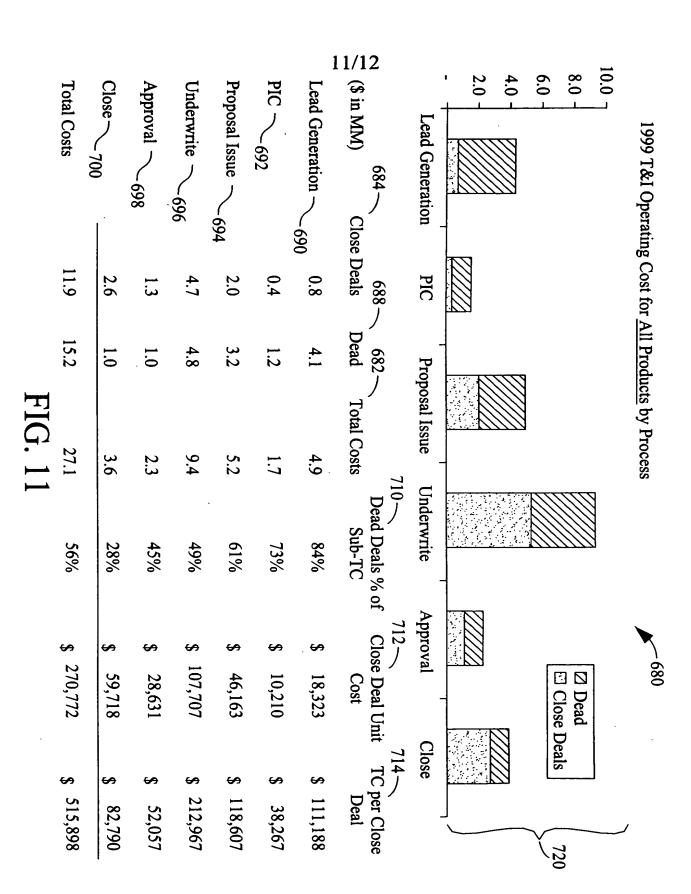


FIG. 10



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